

Copy

Oct 10, 1947

Mr Boris Hagelin,  
Sundsvik, Sweden

Dear Boris

Just prior to the War, Billy invented a mechanism for the easier manipulation of alphabet strips and for the reading thereof. As finally used, it was molded in aluminum and greatly increased the speed of handling this type of message, both sending and receiving. The device didn't affect the strips themselves but enabled them to be easily inserted within slides in a frame so that they could be readily moved back and forth with the eraser end of a lead pencil and properly aligned for reading purposes. The result was a very cheap hand-operated device with relatively high security, depending upon how it was used. The patent application was placed in Coventry but has now been entirely released and a patent has been duly issued thereon. No applications have been filed for Sweden or any foreign countries.

As you know, many countries use several different methods of cryptography simultaneously and it would not surprise me very much if alphabet strips were used to some degree practically all over the world. I wondered, therefore, whether it would interest you to carry as an additional line a device based upon this patent and whether there would not be a ready market which would supplement and not interfere in any way with your own market. Assuming for the time being that the device is practical, efficient, and highly desirable to anyone using an alphabet strip method and assuming also that it could be made for \$6 or \$7 a unit, would you be interested in taking over the world rights exclusive of the USA and paying a royalty for the patent, charging against royalties the cost of filing patents anywhere you desired protection? Of course, I realize that you could get hold of the American patent

and use it without obligation to the inventor any place  
where it was not patented but I know that neither you  
nor your organization would consider any such program.  
I believe I can get an actual model made a  
few years ago by an American company.

Is there a problem in your country in keeping  
Salt dry when it is in use for the table or kitchen? Bob's  
son has developed a very simple and extremely practical  
device for this purpose. I don't know yet whether it is  
even patentable. I am asking Nelson Woods opinion  
about this.

Sincere regards to all,

As always,